

Solar For All California

First Quarter Update: June 1 – August 31, 2010

Background

In 2009, CSD challenged its existing energy providers to design a program to install rooftop solar systems (photovoltaic or “PV” systems) on low-income homes. Using a competitive bid process, CSD asked interested providers to meet these objectives:

- Install optimally-sized PV systems on single- or multi-family homes.
- Develop creative partnerships to provide systems with no loans, no liens and no out-of-pocket costs for the low-income owners or residents.
- Put Energy Efficiency first to further reduce the energy consumption of each home before installing PV.
- Develop “Green” jobs by training low-income workers to become solar installers.

Based on their proposals, four CSD providers were selected:

- CRP – Community Resource Project
- CCES – Central Coast Energy Services
- Fresno EOC - Fresno Economic Opportunities Commission
- NCES – North Coast Energy Services

The resulting pilot program is called "Solar for All California" and will result in 1,000 new PV systems installed on low-income homes throughout California by October, 2011.

Purpose

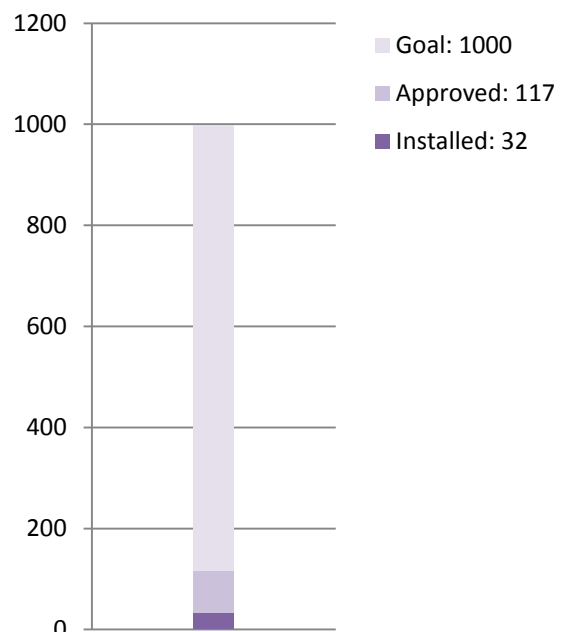
This report summarizes Solar for All California activity during the first three months of the program: June 1 – August 31, 2010.

Agency Overview

There are a few things to know about the providers and their participation in Solar For All California:

- Each agency designed its own approach to achieving the goals of the program, so each agency’s program design is different. This is a pilot program and the intent is to investigate what works and what doesn’t.
- Each agency has different goals, both for the number of units they intend to install and the amount they will pay for those units.
- Three of the four agencies are focusing on installing PV on single family homes; the fourth agency is focusing on installing PV on multi-

1st Qtr Progress: Number of Projects Installed



family units.

- Most agencies are subcontracting with a number of other CSD Energy Services Providers, so projects are being installed throughout the state. Agencies are scheduled to assess projects in 27 counties.

A Summary of Agency Goals and Partners

	NCES	Fresno	CRP	CCES
Unit goal	148	151	200	600
Unit type	Single-family	Single-family	Single-family	Multi-family
Counties Covered	Lake, Marin, Mendocino, Napa, Solano, Sonoma, Yolo	Fresno, Merced, Madera, Tulare, Kings, Kern	Sacramento	Los Angeles, Orange, Yuba, Sutter, San Diego, Placer, San Luis Obispo, Kings, Imperial, Butte, Santa Cruz, Monterey, Riverside
Major Installation Partners/Subs	Gaia Energy Real Goods Solar	Sundowner Solar Fresno CCC	Yes! Solar Solutions	ACCES Morgan Stanley
CSD Provider Partners	None Identified	Merced Co, CSET, KCAO, Kern Co	None Identified	Butte Co, Riverside, Orange Co, SLO, CES, CRP, CUI, KCAO, MAAC, Maravilla, PACE

First Quarter Success Toward Goals

- CSD reviews and approves each project prior to installation, gathering data and confirming that agencies are within their contracted dollar per watt goals. These projects are listed on the chart below as “Approved.”
- Once the project is complete, agencies send CSD a copy of the final building permit. When the permit is received by CSD, the project is counted as “Installed.”

	NCES	Fresno	CRP	CCES	Total
Approved	71	46	0	0	117
Installed	19	13	0	0	32
Goal (for installation by Oct 1, 2011)	148	151	200	600	~1,000

Agency Updates

NCES

NCES partner--the Solar Living Institute--provided classroom, solar-installation training for 18 individuals, including 6 LIHEAP workers and 12 unemployed or displaced workers. Upon completion of classroom training, workers were formed into installation crews to begin on-the-job training with contracted solar installers, Gaia Energy and Real Goods Solar.

During the first quarter, NCES had 71 projects approved by CSD and installed 19 of those.

Fresno EOC

Crewmembers from each of Fresno EOC's four partner agencies attended a 5-day PV classroom training course in Visalia taught by a certified NABCEP solar installer (NABCEP is the North American Board of Certified Energy Practitioners). After completion of the classroom training, newly trained crewmembers receive extended on-the-job training as solar installers, working under the direction of Fresno's contract solar installer, Sundowner Solar. Throughout the duration of the project a solar assessor from each agency will be learning all aspects of assessment, system design, rebate processing, net metering, etc. After the agency crews are fully training, they will begin installing on their own, with supervision from Sundowner Solar.

During the first quarter, Fresno installed 13 systems (eight short of the numbers projected in its work plan for that period), but Fresno EOC has been extremely active and continues to submit projects for approval and install new ones.

CRP

Through a partnership with the Sacramento Employment and Training Agency (SETA), CRP put 4 of its existing weatherization staff through the technology program offered by American River College (ARC). The trainees included one assessor, one inspector and 2 crew members. As a result of this training, all 4 CRP crew members received NABCEP certification as solar installers. In addition, due to the partnership between CRP, ARC and SETA, CRP will now become a "training station" for students in the ARC solar program. CRP will be able to provide on-the-job training for students going through ARC's program that will aid these graduates in their search for permanent employment. CRP expects that some of the solar work will be sub-contracted to local solar firms; CRP and SETA will connect the students with the solar companies.

CRP experienced some delays in obtaining a list of potential households from SMUD. But upon receipt of the needed information, CRP sent 500 letters to single family households who qualify for the EAPR program (SMUD's low income program). The first 500 names were pulled from the "highest user" list, those who would most benefit from a solar program.

Though CRP has yet to install any units, this progress is consistent with its work plan goals, which did not call for any installations during the first quarter. CRP anticipates beginning system installations during the second quarter.

CCES

CCES's work plan calls for the installation of 600 PV systems on multi-family units. This number makes up almost two-thirds of the anticipated 1,000 units to be installed under Solar For All California.

CCES spent the first quarter working on contract and process issues in an attempt to put into place its rather complex structure of subcontractors and business relationships. CCES entered into a contract

with ACCES for program management, and ACCESS has entered into a contract with SAA (Solar Access America, comprised of Mainstreet Power and Morgan Stanley Solar Solutions). SAA will provide material, engineering, warranties, and so forth, in exchange for the REC's (Renewable Energy Credits) and other financial benefits that may come with system ownership. Furthermore, ACCES delivered contracts to each of its 12 subcontracted Energy Services Providers, who have been trained to do system installations. Trained individuals will receive on-the-job training, once installations begin.

ACCES is now working to finalize the Ownership Agreement that will be in place between SAA and the owners of multi-family units.

CCES has not yet installed any units and is far from its work plan goal of 75 during the first quarter due to slower than expected contract negotiations. The partnership has identified 200 qualifying units, which will require owner approval, and another 150 units are being assessed to see if they qualify.

Solar Education

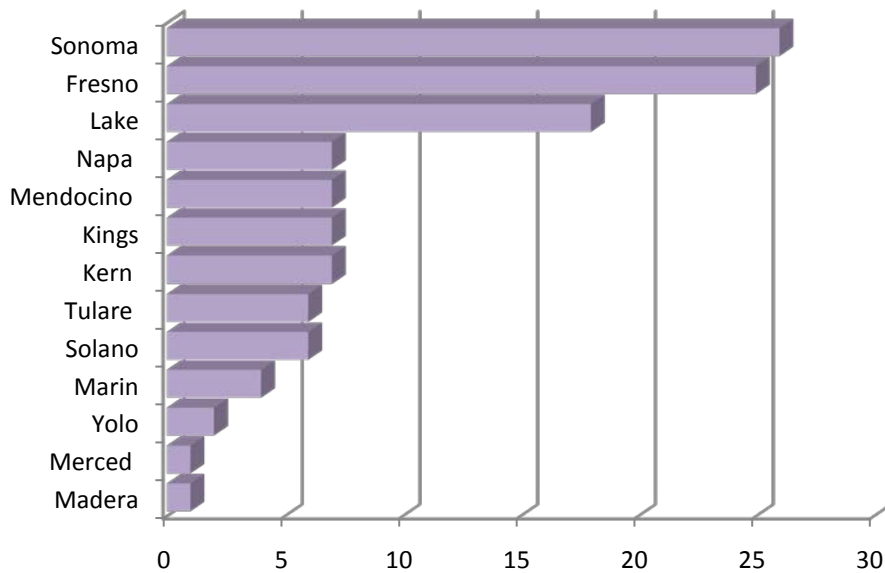
Historically, client education has been a component of all weatherization projects installed by CSD providers. This education is equally important for solar. Because Solar For All California is a pilot project, and in order to provide consistent education to all customers, CSD wrote and produced client education materials. The booklets, available in both English and Spanish were distributed to the providers to help new solar customers understand how their PV system works and to best manage their energy usage.

Full copies of both booklets are available on CSD's website (www.csd.ca.gov) under the Solar For All California link.

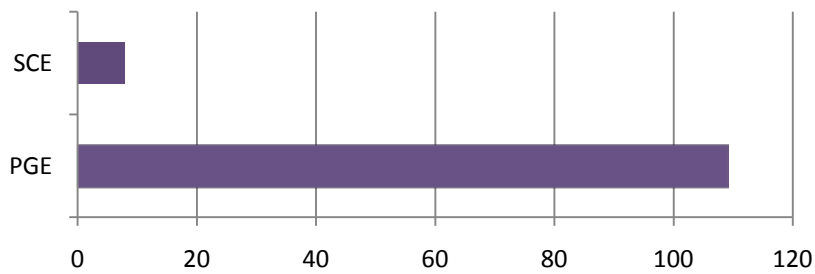


Other Facts and Figures

Projects approved, by county:



Projects approved, by utility:



Progress Towards kW Goal:

